

Message Text

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PAGE 01 PRETOR 05275 071812Z

ACTION AF-10

INFO OCT-01 EUR-12 IO-13 ISO-00 HA-05 EB-08 COME-00

CIAE-00 DODE-00 PM-05 H-01 INR-10 L-03 NSAE-00

NSC-05 PA-01 SP-02 SS-15 ICA-11 /102 W

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P R 071750Z SEP 78

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC PRIORITY 2439

USMISSION USUN NEW YORK PRIORITY

INFO AMEMBASSY BONN

AMEMBASSY DAR ES SALAAM

AMEMBASSY GABORONE

AMEMBASSY LAGOS

AMEMBASSY LONDON

AMEMBASSY LUSAKA

AMEMBASSY MAPUTO

AMEMBASSY OTTAWA

AMEMBASSY PARIS

LIMITED OFFICIAL USE PRETORIA 5275

E.O. 11652: N/A

TAGS: EIND, EINV, WA, SF

SUBJECT: NAMIBIA: BUSINESSMEN SEEK UN CONTRACT FOR
LOGISTIC SUPPORT

1. EMBASSY POLITICAL COUNSELOR MET TWO SOUTH AFRICAN
BUSINESSMEN IN WINDHOEK WHO STATED THEY HAD JUST RETURNED FROM
A TWO-DAY VISIT TO NEW YORK WHERE THEY HAD DISCUSSED WITH UN
OFFICIALS A PROPOSAL TO PROVIDE ALL LOGISTIC SERCIES TO UN
FORCES IN NAMIBIA.

2. THE TWO BUSINESSMEN IDENTIFIED THEMSELVES AS REPRESENTATIVES
OF THE FIRM OF EWING & MCDONALD (DESCRIBED AT ONE POINT AS
J. EWING COMPANY), WHICH THEY SAID WAS A TRADING COMPANY WITH
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PAGE 02 PRETOR 05275 071812Z

EXTENSIVE OPERATIONS INCLUDING OFFICES IN NEW YORK AND LONDON.

(J.A. EWING & MCDONALD, AN EXPORT-IMPORT CONCERN LISTED IN
STANDARD & POOR, HAS A SOUTH AFRICAN SUBISDIARY, EWING
MCDONALD & CO., LTD., IN BRAAMFONTEIN, JOHANNESBURG.) ONE OF THE
BUSINESSMEN IS A DIRECTOR OF THE SANDS HOTEL CHAIN WHICH
MANAGES THE KALAHARI SANDS HOTEL IN WINDHOEK. APPARENTLY
SANDS IS COMBINING WITH EWING & MCDONALD IN MAKING PROPOSALS

TO THE UNITED NATIONS.

3. ACCORDING TO THE BUSINESSMEN, SEVERAL OTHER FIRMS WERE "HOT ON THE TRAIL" OF CONTRACTS TO SERVICE THE UN UNITS, BUT IN MOST CASES THOSE COMPANIES WERE PROPOSING TO PROVIDE ONLY CERTAIN SPECIFIC SERVICES, SUCH AS ROAD TRANSPORT OR FOOD SUPPLY. THE EWING & MCDONALD PROPOSAL, THEY SAID, INVOLVES THE PROVISION OF ALL LOGISTIC REQUIREMENTS FROM C-130'S TO PEANUTS. THE CONTRACT WOULD BE ON A COST PLUS BASIS. THEY SAID THEY WERE CONFIDENT OF BEING ABLE TO FURNISH LOGISTIC SUPPORT AT LESS COST THAN COULD THE UN ITSELF. THEY SAID THEY HAD FOUND INITIAL INTEREST IN THEIR PROPOSAL, DETECTING IN BOTH WINDHOEK AND NEW YORK A VIEW THAT USING A CIVILIAN CONTRACTOR HAD POLITICAL ADVANTAGES BECAUSE IT WOULD REDUCE THE REQUIREMENT FOR UN MILITARY LOGISTIC PERSONNEL.
EDMONDSON

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